

Comparisons of Job Characteristics

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 75

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	10.3	16.6	>> Current knowledge level is likely more than sufficient
Transportation	4.6	8.8	4.8	<< Extensive education and/or training may be required
Sales and Marketing	5.2	6.1	13.4	>> Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Critical Thinking	10.8	11.9	9.4	< A higher skill level may be required
Service Orientation	7.9	10.0	11.8	> Skill level is likely sufficient
Persuasion	7.4	8.5	12.2	>> Skill level is likely more than sufficient
Mathematics	6.2	7.8	5.3	<< Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities

Similarity of Focus Occupation to Associated Occupation: 78

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Response Orientation	4.0	8.5	1.0	<<	Extensive improvement in abilities may be required
Spatial Orientation	2.7	8.1	1.0	<<	Extensive improvement in abilities may be required
Peripheral Vision	2.2	6.6	1.0	<<	Extensive improvement in abilities may be required
Glare Sensitivity	2.6	6.1	1.0	<<	Extensive improvement in abilities may be required
Night Vision	2.1	5.6	1.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 72

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Work Activities	Exclusivity of Activity
Arrange merchandise display	76
Maintain records, reports, or files	5
Sell merchandise	65
Use knowledge of sales contracts	80

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 67

Focus Occupation: Retail Salespersons (41-2031)
Associated Occupation: Driver/Sales Workers (53-3031)

Tools and Technologies	Exclusivity
Business function specific software	1
Computer data input devices	2
Computers	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.